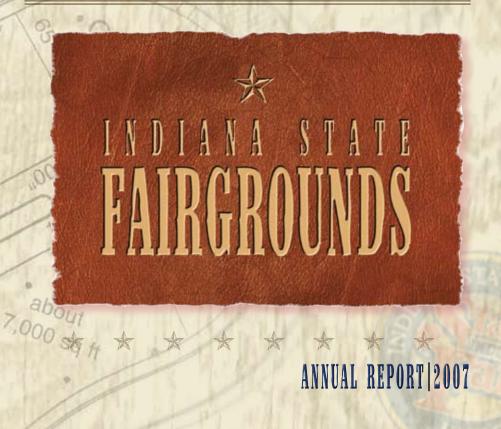


COME * * * * TOGETHER.





2007 INDIANA STATE FAIR COMMISSION, BOARD & STAFF

Kyle Hupfer, Chairman Indianapolis

Ted McKinney Indianapolis

Wayne Vance Greenwood Susan Hayhurst Terre Haute

Mark Merkel, President Indiana State Fair Board Geneva Gary Emsweller, C.A.S.H. Danville

Andy Miller,

Director, Department of Agriculture

Representative Bob Bischoff, Chairman, State Fair Advisory Committee <u>Invited Representation</u> Governor Mitch Daniels

Representative: Anne Valentine

COMMISSION STAFF * * * * * * * * * * * *

Cynthia C. Hoye, Executive Director

Dave Hummel, Deputy Executive Director

Patrick Berger, Director of Administration Margaret Davidson, Director of Presentation & Development

Mark Hindsley, Director of Finance

Joy Rothrock, Director of Legal & Govt./ Public Affairs Richard Trombley, Director of Buildings & Grounds

Pat Hudson Executive, Secretary



Fair Board 🖈 🖈 🖈 🖈

Elected

District 1: Steve Simmerman Battleground

District 2: Craig Sherbahn South Whitley

District 3: Mark Merkel Geneva

District 4: Roger Hale Greenfield District 5: John Tarr Orleans

District 6: Don Whicker Sharpsville

District 7: Dick Crum Indianapolis

Appointed

District 1: Cary Cervenka Francesville

District 2: Diana Kuhn Bremen

District 3: Lynette Walter Warren

District 4: Bryan Messersmith Sheridan

District 5: Edgar Hackman Seymour

District 6: Steve Patterson Brownsburg

District 7: Al Polin Indianapolis

Ex Officio Members

Governor Mitch Daniels

Andy Miller, Director, Department of Agriculture

Dr. David Petritz

Indiana State Fair Advisory Committee * * * * * *

Representative Bob Bischoff, Chairman

Representative Bill Ruppel

2

Representative Kreg Battles

Representative Phyllis Pond Senator

James Merritt, Vice Chairman

Senator Phil Boots Senator Richard Young

Senator Jim Lewis



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Mission:

Our mission is to be a premier venue for event producers by providing accessible, cost-effective, secure and modern multi-purpose facilities. Foremost in this mission is to serve our largest customer, the Indiana State Fair. The State Fair, in turn, showcases agriculture and youth; educates the public about agriculture and our agricultural heritage; and entertains visitors with a variety of exhibits, events and performers. Through the annual State Fair and year-round business, we support family and youth-oriented activities and strive to be both a good community neighbor and corporate citizen.

* * * * * * * * * * * * * * * *

Q & A WITH COMMISSION CHAIRMAN KYLE HUPFER



Kyle Hupfer, Chairman

In February 2007, Governor Mitch Daniels appointed Kyle Hupfer to be the new State Fair Commission chairman replacing Dr. Gene Sease whose term expired. Kyle previously served as the director of the Indiana Department

of Natural Resources for nearly two years before joining ProLiance Energy as General Counsel.

Q: How would you assess your first year as leader of the State Fair Commission?

Hupfer: It has been great. I have really enjoyed getting to know the people involved with the commission, the Fair Board and the year-round staff. Everyone really has a passion for what they do, and it shows in the product the fairgrounds consistently delivers. It is an honor to be a small part of it.

Q: What have you learned about the State Fair or fairgrounds that really surprised you?

Hupfer: I have a much better understanding of the non-fair activity that takes place at the fairgrounds. The facilities are constantly in use and provide a tremendous amount of entertainment and commerce to the state. Almost every day there is some noteworthy activity taking place. Whether it's the

circus, an Indiana Ice hockey game, ice skating, an antiques show, a gun show or monster trucks, there is something that everyone can enjoy at some point during the year.

Q: Did you get to enjoy your first State Fair as commission chairman?

Hupfer: Absolutely! The Fair Board and staff made sure that I was completely immersed in fair activities. I visited with various Fair Board members in their barns or buildings and learned many of the ins and outs of the fair. They treated me like one of the family and even included me in their daily breakfast meetings. The food was fabulous, but it was the fellowship and the education I received during those times that were really most important.

Q: You were leading the Dept. of Natural Resources in 2006 when it added a new fishing pond, amphitheatre and butterfly garden at the fair. How does that area and program look to you from your new position?

Hupfer: Really good. That area hosted the wine tasting event before the fair and I heard nothing but compliments from everyone in attendance. It has definitely helped draw folks to the north side of the fairgrounds, and it will be a fixture at the State Fair for years to come providing thousands of kids with a very unique experience.



Q & A WITH COMMISSION CHAIRMAN KYLE HUPFER

Q: What's the best thing about being Fair Commission Chairman? What's the worst?

Hupfer: The best thing this past year was being on the fair-grounds early during the fair and just driving the property. I met a lot of great people during these excursions and it really helped to further my understanding of the fair. I'm not sure there is a worst part – everything has been pretty great. This past year, if there was any negative, it might have been the heat early in the fair. I have promised improved conditions for 2008!



Hupfer: I think two things are very exciting in the near future. The first is extending the fair to 17 days over three weekends beginning in 2009. Change like this is always a little scary, but I am confident that the lengthened fair will be well received by the state and only improve its tremendous reputation. The second is expanded educational opportunities for Indiana school kids. The Barn has been physically moved onto the north side of the grounds near Pioneer Village, along with the rest of the educational areas, which will make the fairgrounds a one-of-a-kind place for kids to learn about agriculture. That educational component is something we can all be very proud of.











EXECUTIVE DIRECTOR'S REPORT

his past year saw plenty of changes at the State Fairgrounds. We welcomed a new Fair Commission chairman; said "Goodbye" to a longtime Fair Board president; unveiled a new Web site; kicked-off a new State Fair program to annually spotlight one Hoosier commodity; successfully debuted the "State's Largest Classroom" and became the first state fair in the country to take a stand against trans fat cooking oils, which literally made headlines around the world.

Amidst all the change, we found new ways to run our operations more efficiently and profitably, which is quite an accomplishment. The fair is a perfect example. Despite a decrease in expected attendance due to record-breaking heat, we were still able to turn a profit thanks to responsible budgeting and a lot of pre-planning. My sincere appreciation and gratitude go out to everyone who contributed to another successful year!

Of course, it's no time to pat ourselves on the back, especially as we look at the formidable challenges that lie ahead. We continue to renovate Discovery Hall, the final building in the 4-H Education Complex. We are also adding a permanent covered bridge to the west side; reconfiguring the north side near Pioneer Village, which includes the Normandy Barn from 38th Street; preparing for the transition to a 17-day State Fair in 2009; and assessing various other improvements to our facilities and operations methods.

After more than two decades of service in this wonderful environment, I am continually amazed at how far the Great Indiana State Fair and Fairgrounds have come. I am also thrilled to be part of one of the most dedicated, professional staffs in the fair and entertainment industry. So here's to 2007 – a fine year, but I expect '08 to be even better. Join us!

Cynthia C. Hoye

Executive Director, Indiana State Fair Commission







FACILITY IMPROVEMENTS

he most noticeable facility upgrades this year all had one common theme: food. The **Farm Bureau building cafeteria** (featuring Barto's catering), Exposition Hall cafeteria and Pepsi Coliseum concessions stands all received major renovations that made them much more user-friendly and visually appealing.

The upgrade to the Farm Bureau building was the most extensive as the former cafeteria was transformed into a beautiful banquet hall. Not only was the stage removed and converted to storage area thanks to a new wall that was put in place, but the entire room received new lighting, air handling, paint, carpet and décor.

While not quite as elaborate, the Toyota Exposition Hall and Pepsi Coliseum changes are just as aesthetically pleasing. The new **Expo Hall Café** has increased seating capacity in a much cozier atmosphere thanks to new lighting, brickwork and paint. "Puck's All-Star Dog House" in the Pepsi Coliseum is now much more inviting with stylish lighting, a stainless steel countertop and bright white tile all around.

"Puck's All-Star Dog House" 🛊 🏚 🎄



Farm Bureau Building 🔅 🏂 🏂





Expo Hall Café 🔅 🏚 🎄





WHO WE ARE...WHAT WE DO

hat do you think the average Hoosier would say when he's asked about the State Fairgrounds? He might say, "I love the State Fair – bring my family there every year;" or maybe, "I like to go to the Boat Show when it's there;" or possibly, "I saw the Beatles play there in '64."

The State Fairgrounds is many things to many people, and that's exactly what it's supposed to be. It is central Indiana's top tourist destination, bringing in approximately 2 million visitors every year! Being such a diverse facility that is also steeped in history and trying to compete in an increasingly competitive marketplace can have its own unique challenges, though. That's why it is imperative that the organization remains focused on its mission, which states:



Essentially, the business of the State Rairgrounds is divided into four different units. Here is a brief look at each:

I. Facility Manager 🖈 🎓 🎄

The State Fairgrounds annually hosts some of the largest shows in the Midwest, including the Indianapolis Home Show and the



The Indianapolis Home Show

Indiana Flower & Patio Show. It boasts widespread, versatile, cost-effective rental space with a special appeal to agricultural shows. In order to keep the facilities modern and comfortable, the Fair Commission must continue to dedicate funds for capital improvements, which can certainly be affected by flat growth in consumer shows.

II. Event Producer $\bigstar \bigstar \bigstar \bigstar$

The Indiana State Fair is the largest multi-day event in the state, attracting an average of 820,000 visitors. It takes tremendous foresight and teamwork to make the fair special and economically

sound each year; however, sponsorship records have been achieved in each of the last three years and publicity for the event continues to expand. With the addition of five more days beginning in 2009, the fair will have major challenges to keep the momentum and appeal stretched over the extra time, but also a great opportunity to grow the event.



The Indiana State Fair

<u>WHO WE ARE...WHAT WE DO</u>

III. Agriculture Educator 🔅 🌣 🌣 🎓

All visitors seem to appreciate the agricultural feel of the State Fair, and that is now being extended into other months of the year. "The State's Largest Classroom" has been a work-in-progress ever since the merger of the State Fair Commission and the Center for Agricultural Science and Heritage a couple years ago. Now the "Classroom" is off and running, drawing well more than the projected 2,000 students to the facilities in the fall of '07 and already booked with more kids than expected in the spring of '08. Between this and the off-site education done by ISFC staff, the State Fairgrounds is well on its way to being a premiere conductor of ag education.



State's Largest Classroom

IV. Fiscal Manager 🖈 🏚 🏚

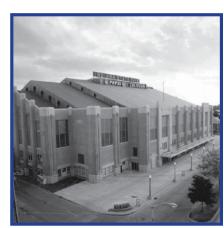
The State Fairgrounds continually examines how best to use its existing resources and how to increase current and future revenues to dedicate back into maintaining and enhancing the facility. Some of the ways fair personnel are looking to boost revenues include:

- Maximizing building rentals
- Improving year-round food service/concessions
- · Increasing Skate Shop and ice rink business
- Increasing fair and year-round event attendance

Facility improvements, astute marketing and promotions, and sound decision-making will play key roles in bringing in more revenues, and keeping the fairgrounds on sound financial footing.

By focusing on these four components, the State Fairgrounds will continue to be a "memory maker" for millions of people and

an important piece of the entertainment and business community for the city of Indianapolis and the state of Indiana.



Pepsi Coliseum

2007: A LOOK BACK

s Central Indiana's top-drawing event venue, the Indiana State Fairgrounds continues to offer the public a wide variety of high-quality activities, shows, events and meeting space. Long-standing, annual shows like the Indianapolis Home Show; Boat, Sport & Travel Show; Indiana Flower & Patio Show; 4-Wheel Off-road Jamboree Nationals; and Hoosier Beef Congress combined with 23 new events like the CFA Regional Cat Show, Midwest Regional Koi Fish Show; and Naptown Roller Girls roller derbies to help attract approximately 2 million visitors to the fairgrounds.

State's Largest Classroom

One of the most exciting happenings of the year was the debut of the "State's Largest Classroom." The program attracted 2,500 school children to the fairgrounds' north side during six weeks in the fall where they experienced agriculture firsthand through a variety of programs, including:

- Farm Animals (Kindergarten 3rd Grade)
- Farm to Pizza (Kindergarten 3rd Grade)
- Pathway to Water Quality: Water Quality Study (4th 6th Grade)
- Pathway to Water Quality: Wetland Study (4th 6th Grade)
- Hoosier Heritage Days (3rd 6th Grade)

"We learned about soil and energy, and got to pet cows and sheep. I found out that leather comes from cows," Ishmael Muhammad, an Indianapolis fifth-grader, said after a day at the 'Classroom.' "We also found out that they use soybeans to make fuel and that we need to respect nature. It was a lot of fun!"

Eric Whitehead, Ishmael's classmate, agreed.

"I liked petting the cows and learning about what we eat," he said. "The cow was real smooth. It felt like silk." Curriculum for the State's Largest Classroom has been specifically designed to meet state academic standards. Most of the teachers who sign up for these field trips do so through the State Fairgrounds' Web site, and registration is already heavy for the program's return in the spring of 2008.



Longer State Fair Coming

In April, the Indiana State Fair Commission officially approved the State Fair Board's recommendation to move up opening day of the fair and extend the fair's dates for a three-year period beginning in 2009. The fair dates for that three-year period will be as follows:

2009: August 7 – 23 • 2010: August 6 – 22 • 2011: August 5 – 21

"We've been looking at this for a while now, and it's a move that makes a lot of sense," Indiana State Fair Board President Terry Hoffman said. "Many of our 4-H programs and livestock shows keep on growing, and we need to make them part of the 'official' State Fair, not just part of our 'pre-fair events.' The 4-H Dairy Goat Show and 4-H Dog Show are just a couple events that are all wrapped up before the fair even officially starts right now."

Planning for the extended fair dates has been going on even prior to the 2007 fair to assure a smooth transition. The news has been greeted with almost overwhelming excitement.

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2007: A LOOK BACK

National FFA Convention – year two

FFA members from around the country returned to Indianapolis and to the State Fairgrounds in October as the group held



its national convention in town for the second consecutive year. The fairgrounds once again hosted a number of the group's career development events and, once again, FFA leaders gave kudos to fairgrounds personnel for the condition of the facilities and the helpful, friendly attitude of the staff.

They also left behind much more than their compliments.

As part of the National FFA Days of Service, a program that promotes civic engagement through agricultural education, a couple dozen members helped erect the frame to a greenhouse on the fairgrounds' north side. The greenhouse will provide a wonderful setting for visitors to the State Fair and the State's Largest Classroom to study plant life indigenous to Indiana. The greenhouse was made possible by a \$20,000 contribution from the Marion County Farm Bureau, but the labor provided by the FFA was also essential.

'07 State Fair: "Corn-tageous!" (and fewer trans fats)

A brief break in the oppressive heat during the State Fair helped attract huge crowds during its final weekend and enabled the fair to finish within about 7 percent of pre-fair expectations with roughly 748,000 attendees, making it the eighth-highest total attendance in recorded history.

The 151st Indiana State Fair will be remembered for being the "Year of Corn" and for a diverse entertainment line-up that drew



tremendous crowds in the Grandstand for Rascal Flatts, the Jonas Brothers and Screamfest '07. The 4-H Sale of Champions raised more than \$200,000 for the second straight year; The Wonder Trail drew thousands of families curious about agriculture and learning more about their fair; and the winning entry in the Giant Pumpkin Contest just missed breaking a world record.

And while all those elements were fantastic, they still couldn't match the notoriety the fair received for implementing a new trans fat-free cooking oil policy. By becoming the first state fair in the country to officially enact such a requirement of all food



vendors, the fair attracted international attention from media that included:

- CBS Morning News
- New York Times (front page)
- USA Today
- LA Times
- Baltimore Sun
- Washington Post
- Seattle Times

- Seattle Post
- Philadelphia Inquirer
- · National Public Radio
- Rush Limbaugh Show
- AP Radio
- CNN Radio





2007: A LOOK BACK

At the International Association of Fairs & Expositions' national conference in November, the fair also received considerable recognition from its peers with Awards of Excellence for the following programs:

- Outstanding Magazine Ad (Div. 4)
- Outstanding Television Ad (Div. 4)
- Outstanding Media Guide/Press Kit (Div. 4)
- Overall Advertising Campaign (Div. 4)
- Overall Agricultural Program for the Non-Agricultural Fairgoing Public - Year of Corn (Div. 4)
- What Was Newly Established or Developed at Your Fair to Promote Agriculture - The Wonder Trail (Div. 4)
- Agricultural Awards Best of Division (Div. 4)

Discovery Hall renovation continues

In 2004, the Indiana State Fair cut the ribbon on two-thirds of the renovated 4-H Education Complex. The 4-H Exhibit Hall and the renamed Centennial Hall were opened to the public in grand style with new windows, modern furnishings, updated plumbing and electric and – most importantly – air conditioning! More than \$7 million went into the upgrade, which was met with much fanfare and appreciation.

In 2007, Discovery Hall (formerly the Girls' Dormitory) reached the half-way point of its four-phase facelift. This past year, the inside of the building received an overhauled electrical system, boilers and emergency lighting system to go along with the improvements previously made to the outside of the building – new windows, new doors and tuck-pointing.

Phase III of the project is scheduled for January 2009. That's when work to complete the building's first two floors and the elevator should begin. It is expected to be completed and open to the public by the '09 State Fair. Finally, Phase IV calls for the top floor to be finished beginning in January 2010. That work should be finalized by the '10 State Fair when the entire building will be open to the public.









FAREWELL, TERRY HOFFMAN



Terry Hoffman

t's hard to imagine an Indiana State Fair taking place without Terry Hoffman playing a direct role, but that is exactly what's about to happen. Terry, a Dubois County farmer, has guided the State Fair Board as its president since 2001 when he succeeded Bob McDowell.

"I'm excited and looking forward to the challenge," Hoffman said at the time. "We've become a very progressive fair and we want to keep that going."

True to his word, he led the fair through one of its most progressive periods ever. He was at the helm as the fair made many improvements, and during its biggest anniversary to date – the 150th Celebration in 2006.

The State Fair has been part of Terry's family tradition all his life, and serving as board president had special meaning. His father, Tom, represented southern Indiana's District 5 from 1995 until his death in March 1999. Terry stepped right in and has been shaping fair policies ever since.

Like many other former board members, Terry will be missed, but not forgotten, and we look forward to seeing him enjoy many more state fairs as a visitor and friend.

Mark Merkel, a board member since 2002, was elected as the new president.



"More Transitions"

Terry Hoffman isn't the only long-standing board member who officially served the fair for his final time in 2007. **Dr. Dave Petritz, Don Meyer** and **Jim Cole** are also moving on.

Petritz retired after 35 years with the Purdue University Cooperative Extension Service, the last nine of which as its director, which oversees the state's 4-H programs. His tireless enthusiasm and steady leadership will not only be missed at Purdue, but also at the fair.

Meyer has been a figurehead not only at the State Fair for years, but also at the Porter County Fair where he's been a board member since 1959! Over the years, he has played a large role in many areas of the State Fair. His contributions were recognized in 2004 by the International Association of Fairs & Expositions with a prestigious Heritage Award, given out to a chosen few with at least 10 years of fair management experience.

An accountant by profession, **Cole** contributed to the fair's "financial fine-tuning" on several occasions during his two-term (8-year) tenure. His never-ending enthusiasm for the fair's Giant Pumpkin contest turned that competition from a brand new event to a nationally known one in just a few years, and his coordination of the "Ball State Backyard" helped revitalize the Ag/Hort building.

As we bid adieu to Terry, Dave, Don and Jim, we enthusiastically welcome the men brought on to replace them. **Steve Simmerman**, Battleground, Ind.; **John Tarr**, Orleans, Ind.; and **Bryan Messersmith**, Sheridan, Ind., will represent agricultural districts 1, 5 and 4, respectively. **Dr. Chuck Hibberd** replaces Dr. Petritz as the director of Purdue Extension.

Finally, we salute longtime State Fair Commission member **Susie Warner** whose term expired. Susie will long be remembered for championing the massive renovation of the fair's 4-H Education Complex. While ribbons were cut on two of the three buildings in 2004, we expect that she will be on hand to see the final building completed in 2010.

* * * * * * * * * * * * * * *

NEW PARTNERS

he State Fairgrounds took a giant step forward in keeping ahead of the area competition in offering the entertainment industry's top performers when it decided to partner with Indianapolis-based Dave Lucas Entertainment Group. The partnership paid dividends right away as the State Fair presented some very successful shows in '07, including Rascal Flatts, Jonas Brothers and "Screamfest '07" featuring chart-topping R&B and hip-hop artists T.I., Ciara, T-Pain, Lloyd and Yung Joc.

The State Fairgrounds will continue to promote the shows at the fair while Dave Lucas Entertainment Group will book shows and consult in the areas of marketing, publicity and production. One of their first achievements was to renegotiate a new agreement between the state fairgrounds and Ticketmaster.

"We're excited to be part of the future at the State Fairgrounds," Lucas said. "Having grown up in Indianapolis, I have a deep appreciation for the entertainers who have performed at the fairgrounds over the years, and look forward to working with the fairgrounds to add to its incredible tradition."

The group also plans to bring many touring acts to the fairgrounds outside of the State Fair, enhancing the fairgrounds' reputation as a top entertainment venue and helping to maximize the use of all the facilities. In addition, Toyota increased its presence at the State Fair and fairgrounds when it agreed to a three-year building sponsorship in 2007. Already a longtime sponsor of the fair, the auto maker received naming rights to the Exposition Hall and Blue Ribbon Pavilion year-round to go with the Champions Pavilion, Outdoor Practice Arena and Toyota Alley during the fair. Their agreement also calls for several vehicle displays around the fairgrounds throughout the year.









HELPING OTHERS

he Indiana State Fairgrounds has long had a reputation as a good neighbor and conscientious community contributor. In fact, it's part of our mission, which is why we have provided annual events like Safe Night Halloween and a free Neighborhood Picnic. We have also pitched in to provide facilities and services for those in need, like housing Katrina Hurricane victims after that tragedy.

In addition to the above, we have provided the following notfor-profit organizations with any number of resources:

- Salvation Army
- Boy Scouts of America
- Mt. Paran Missionary
- Latino Community Development
- Indianapolis Public Schools
- Friends of N.O.A.H.
- Alzheimer's Association
- Noble of Indiana
- Indianapolis Charity Horse Show
- All American Horse Classic
- Wheeler Mission
- Social Services Center
- Abbie Hunt Bryce Home
- Teachers' Treasures
- County fairs
- Broad Ripple Art Fair
- Eiteljorg Museum

Finally, we also work with the Department of Corrections to help offenders pay their debts to society in a meaningful, productive way.

















CORPORATE SPONSORS

The Indiana State Fair Commission recognizes and thanks the following Corporate Sponsors for supporting the 2007 Great Indiana State Fair and Fairgrounds at record levels.

American Dairy Association of Indiana, Inc. FBi Buildings

American Family Insurance Geico

Angie's List General Motors

Anthem Gillette Fusion

Applebee's Gillette Venus

AT & T Governor Mitch Daniels' IN Shape Indiana

Ball State University Health Craft

Beck's Hybrids Heartland Barns

Bella Sara Hill's Science Diet

Bluegreen Hoosier Lottery

Chase Disney Indiana American Water Company

Clarian Health Indiana Beef Cattle Association

CollegeChoice 529 Investment Plan Indiana Business College

Comcast Indiana Department of Homeland Security

CVS/pharmacy Indiana Family Farms

Dickies Indiana Farm Bureau, Inc.

Dippin' Dots Indiana Farm Bureau Insurance

Dow AgroSciences Indiana Mother's Milk Bank

EASTGATE Chrysler Jeep/ Indiana Propane Gas Foundation

WESTGATE Chrysler Jeep Dodge Indiana Pork Producers Association

Ford Experience Tour Indiana Sheep Breeders Association

Indiana State Poultry Association, Inc.

Indiana Soybean Board

ITPC - Indiana Tobacco Prevention & Cessation

Indiana University

Innovative Technical Solutions

Ivy Tech Community College

Lee's RV

Master Spas

MobileMoney

National City Bank

Ninetendo Gaming Trailer Tour

Old National Bank

Office of Women's Health
Indiana State Department of Health

O'Reilly Auto Parts

Ortholndy

Pepsi-Cola

Piano Soluations

Pioneer Hi-Bred International, Inc.

Pop Weaver Popcorn

Purdue University

Red Gold

Revol Wireless

Riley Hospital for Children

St. Vincent Heart Center of Indiana

Subway

The Healthy Gourmet Cooking Show

The Indianapolis Star

The Marten House Hotel

Touchstone Energy

Toyota

TripToCollege.org

Tums Smoothies

Veolia Water

Wal-Mart

WFMS

WLC Company, Inc.

WNBA





Annual Report 1'

Indiana State Fair Commission Balance Sheet as of December 31, 2007

Assets		
Current Assets		
Cash & Equivalents	\$	4,146,782
Accounts Receivable		576,669
Prepaid Expense		34,723
Due from other Funds Total Current Assets		4 750 474
		4,758,174
Restricted Assets Restricted Cash & Equivalents		
Operating Reserve Fund		1,000,000
Bond Debt Service Reserve Fund		2,254,460
Bond Funding Account		2,110,003
Total Restricted Cash & Equivalents		5,364,463
Deferred Charges - Bond Issuance Costs		476,506
Construction in Process		3,188,192
Property, Plant & Equipment		
Land & Improvements		14,517,199
Buildings & Improvements		66,403,003
Machinery & Equipment		3,630,799
Office Furniture & Equipment Less: Accumulated Depreciation		1,423,385 (40,822,871)
Total Property Plant & Equipment		45,151,515
Total Non-current Assets		54,180,676
Total Assets	\$	58,938,850
		, ,
Liabilities & Fund Equity		
Current Liabilities Payable from Unrestricted Funds Accounts Payable	\$	624,684
Salaries Payable	Ψ	126,422
Payroll Withholdings Payable		29,692
Revenue Bonds Payable -Current		1,550,000
Revenue Bond Interest Payable		352,230
Taxes Payable		4,320
Deferred Income		220,458
Compensated Absences Payable-Current		246,534
Total Current Liabilities		3,154,340
Long-Term Liabilities		45.005.000
Revenue Bonds Payable - Long Term		15,905,000
Unamortized Bond Discount Unamortized Loss on Sale of Bonds		(107,013)
Compensated Absences Long Term Payable		(152,240) 206,473
Total Long-Term Liabilities		15,852,220
Total Liabilities		19,006,559
Net Assets		20,000,000
Invested In Capital Assets Net of Related Debt		32,434,707
Future Debt Service		4,364,463
Other Purposes		1,000,000
Unrestricted		2,133,121
Total Net Assets		39,932,291
Total Liabilities & Fund Equity	\$	58,938,850

Income Statement Indiana State Fair

For Year Ended December 31, 2007

Operating Revenues	
Fair Operations	
Gates	\$ 3,044,442
Concessions/Midway	2,202,847
Entertainment	1,813,892
Sponsorship	1,297,360
Expense Reimbursement	158,871
Sports/Events	155,932
Livestock	579,067
Shuttle Bus	120,210
Parking	278,843
Other	 177,340
Total Fair Operations Revenue	9,828,804
Operating Expenses	
Fair Operations	
Payroll	1,659,011
Services other than Personnel	221,987
Services by Contract	4,735,147
Materials, Parts & Supplies	2,045,842
Awards	616,316
Bad Debts Expense	1,140
Travel	 48,706
Total Fair Operations Expense	9,328,149
Net Income (Loss) from Operations	 500,655
Non-Operating Revenues (Expenses)	
Interest Income	36,351
Total Non-Operating Revenues (Expenses)	 36,351
Net Income (Loss)	\$ 537,006

Income Statement Indiana State Fairgrounds

For Year Ended December 31, 2007

Operating Revenues	
Fairgrounds Operations	
Gates	2,565
Concessions	656,747
Rental of Buildings, Grounds, & Equipment	1,828,887
Expense Reimbursement	1,344,537
Events	244,026
Ice Skating & Skate Shop	150,895
Parking	807,248
Sponsorships	160,250
Other	46,629
Total Fairgrounds Operations Revenue	5,241,784
Operating Expenses	
Fairgrounds Operations Expense	
Payroll	4,203,386
Services other than Personnel	2,776,625
Services by Contract	2,250,144
Materials, Parts & Supplies	902,402
Awards	34,485
Depreciation Expense	4,254,428
Bad Debts Expense	1,437
Travel	22,944
Total Fairgrounds Operations Expense	14,445,851
Net Income (Loss) from Operations	(9,204,067)
Non-Operating Revenues (Expenses)	
Property Tax Distribution	2,160,387
Pari-Mutuel, Off-track Betting Distribution	327,398
Riverboat Distribution	6,201,220
Capital Contribution	(1,312,650)
Interest Income	327,238
Interest income Interest Expense 2002 Bond (Bond Debt Service)	(786,211)
Contributions and Grants	812,850
Total Non-Operating Revenues (Expenses)	7,730,232
Net Income (Loss)	\$ (1,473,836)

Indiana State Fair Commission Comparative Analysis (\$000'S)

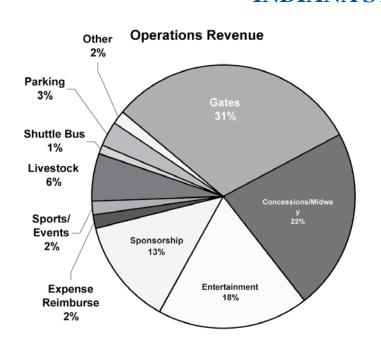
Fair	2003	2004	2005	2006		2007
Income Expense	\$ 7,877 6,945	\$ 8,281 7,582	\$ 8,697 8,196	\$ 10,227 9,905	\$	9,829 9,328
Income Net of Expenses	\$ 932	\$ 699	\$ 501	\$ 322	\$	501
Fairgrounds (1)						
Income Expense	\$ 11,610 ⁽² 9,275	\$ 14,878 9,505	\$ 14,834 11,341	\$ 15,210 13,253	\$	14,258 ⁽⁵⁾ 12,290
Income Net of Expenses (3)	2,335	5,373	3,493	1,957		1,968
Less Depreciation	(3,005)	(3,409)	(4,018)	(4,135)		(4,254)
Other Revenue/(Expense)	-	-	-	3,200 (4	4)	813 (6)
Net Income/(Loss)	(670)	1,964	(525)	1,022		(1,473)

Footnotes:

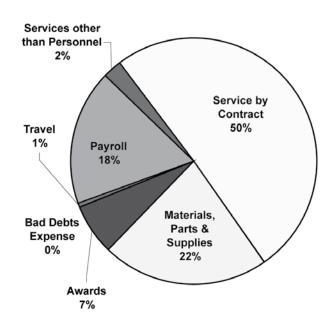
- (1) Fairgrounds includes revenue and expenses for Facility Charge and Center for Agricultural Science and Heritage.
- (2) \$2 million Riverboat Casino reversion; \$1 million shortfall in Riverboat supplemental revenue; \$600,000 payment to Center for Agricultural Science and Heritage, Inc. 501(c)3.
- (3) Income Net of Expenses is used primarily for funding revenue bond debt and fixed asset additions.
- (4) Funds from INDOT/DNR for DNR Fishing Pond on ISFC Property.
- (5) \$350,000 shortfall in Property Tax Distribution.
- (6) Primarily \$600,000 donation from Center for Agricultural Science and Heritage for moving the Normandy Barn.

Indiana State Fair Commission Revenue and Expense Graphic Representation

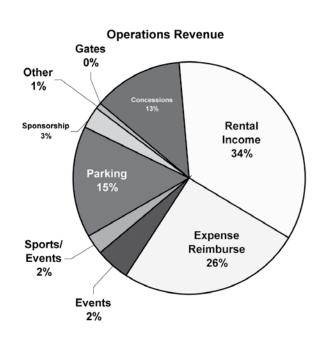
INDIANA STATE FAIR



Operations Expenses



INDIANA STATE FAIRGROUNDS



Operations Expenses

